

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Custom Molded Products Inc.

#### Rhode Island Manufacturing Extension Services

#### Custom Molded Products Taking it to the Next Level

##### Client Profile:

Custom Molded Products, Inc. (CMP) is a twenty-year-old company based in Providence, Rhode Island. Providing a wide variety of molded products for the aerospace, pharmaceutical and automotive industries, CMP prides itself on its innovative nature. CMP currently employs 8 people.

##### Situation:

Gus Campopiano, President of CMP and a Vietnam War veteran, was determined to take his company to the next level. Investing in and receiving their upgraded ISO 9000 certification to the 2000 standard was only one way in which Gus saw their proactive nature paying off for the company long-term. "We were willing to do whatever it took to make sure that our company continued to grow and were always looking for opportunities to compete and remain viable in the marketplace," said Gus. CMP needed to upgrade their ISO certification to the 2000 standard in order to secure government contracts and contacted Jim Welch, a Field Engineer for Rhode Island Manufacturing Extension Services (RIMES), a NIST MEP network affiliate, for assistance. CMP was also looking for ways to increase their government procurement sales and again contacted RIMES to participate in a New England Manufacturing Supply Chain Initiative program called "Making Sense of Defense." Upon completion of the half-day session, Gus Campopiano contacted Larry Meadows, RIMES Defense Contracting Specialist, for a follow-up assessment.

##### Solution:

RIMES initially assisted CMP with training and mentoring for achieve their ISO 9000/2000 certification. RIMES also assisted CMP in streamlining their search process through the Government procurement websites. A designated individual within the company was trained to search for procurement opportunities, create the bids, ensure the necessary paperwork was in order and lay out a plan to research past awards. RIMES also assisted in teaming CMP with other local vendors for packaging to government specifications.

##### Results:

- \* Achieved ISO 9000 certification.
- \* Awarded \$49,780 in new government contracts.
- \* Certified to handle top-secret government contracts.

##### Testimonial:

"Nobody wants to talk to you unless you have the credentials and certifications. You cannot go knock on the doors of the primary contractor, or the government, without having them in place. If you are not ISO certified, you are pushed aside. RIMES' assistance was paramount in helping us receive our certification. The "Making Sense of Defense" workshop made us go back to our company and take a

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good hard look at the way we were trying to bid on government contracts. Larry (Meadows) was instrumental in walking us through the steps and keeping us on track. Today, my company is in a position to take advantage of business that we never knew was there. We are now looking at growth numbers that I didn't think we would achieve for three years."

Gus Campopiano, President